



**How do you know if you're a future entrepreneur?**

**Take this quiz to check your EQ—**  
*Entrepreneurial Quotient.*

**Just print out this page and your ready to discover whether you have the qualities of an entrepreneur!**

Y N

- |                          |                          |   |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | 1. Are you able to get a point across in a conversation?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 2. Are you willing to put off short-term rewards for a bigger earning potential down the road?                                      |
| <input type="checkbox"/> | <input type="checkbox"/> | 3. Have you had training in public speaking, debating, or sales techniques?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 4. Are you comfortable approaching friends and colleagues about services and products beneficial to their present and future needs? |
| <input type="checkbox"/> | <input type="checkbox"/> | 5. Do you enjoy the challenge of introducing yourself to new contacts who may also need your service or product?                    |
| <input type="checkbox"/> | <input type="checkbox"/> | 6. Have you invested in your own future by setting aside a small nest egg to finance a career change?                               |
| <input type="checkbox"/> | <input type="checkbox"/> | 7. Are you always the first person to introduce yourself in a group of new people?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 8. Would you describe yourself as having an enthusiastic personality?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 9. Do you not mind asking for the names of friends and colleagues to contact?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 10. Do most people consider you outgoing and self-confident?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 11. Are you not worried about finding a career that will guarantee a steady paycheck?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 12. Have you developed a financial plan for retirement?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 13. Are you planning for early retirement?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 14. Do you prefer not having goals and objectives set for you by a supervisor?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 15. Are you plugged in to networking groups and civic organizations in your community?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 16. Do you consider sales a part of your current position?  |
| <input type="checkbox"/> | <input type="checkbox"/> | 17. Are you uncomfortable working in a traditional 8 to 5 schedule?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 18. Do you consider yourself assertive?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 19. Are you comfortable calling strangers for appointments?   |
| <input type="checkbox"/> | <input type="checkbox"/> | 20. Are you unembarrassed to ask for what you want?   |

**See accompanying article: Entrepreneurship-Working For Yourself.**

**Your Entrepreneurial Quotient:**

Now, first tally up your responses, giving yourself one point for each "yes" answer.

**If you scored between 14 and 20:** You probably have the necessary qualities to create your own business opportunity and competently handle the challenge involved.

**If you scored between 10 and 13:** You probably have the makings of an entrepreneur, but may need a bit more experience before taking the plunge.

**If you scored below 10:** At this point in your life you are probably better suited to traditional employment.

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Keep in mind that this is not a scientific test and cannot predict business success since there is no single set of characteristics that accurately describe all entrepreneurs. ♦

Source: New Hampshire Small Business Development Center, <www.nhsbdc.org>